

SMALL BUSINESS INVOLVEMENT IN CHINA'S DEVELOPMENT OF ELECTRIC VEHICLES

DISCUSSION ABOUT THE CREATION OF A MUTUALLY BENEFICIAL RELATIONSHIP

Types of Small Businesses Involved in Electric Transportation:

- Suppliers of Converted Vehicles
- Suppliers of Critical Componentry
- Suppliers of Infrastructure Hardware
- Suppliers of Services That Support the Development and Use of Electric Vehicles

EV Light Truck Componentry Which Can Be Supplied By U.S. Small Businesses

	<i>Vehicle Class:</i> INDUSTRIAL	<i>Vehicle Class:</i> DELIVERY	<i>Vehicle Class:</i> PICKUPS
	<i>Vehicle Cost:</i> UP TO US \$10,000	<i>Vehicle Cost:</i> US \$10,000-US \$30,000	<i>Vehicle Cost:</i> US \$30,000 +
Motors	X	X	X
Power Steering		X	X
DC/DC Converters	X	X	X
Controllers	X	X	X
Battery Management		X	X
Solenoids	X	X	
Chargers	X	X	X
Power Inlets			X
Transmissions		X	X
Transaxles	X	X	

Problems and Proposed Solutions to Involve Small Businesses in China's Electric Vehicle Program

- **PROBLEM:**How do we create interest in the Small Business Community to conduct business in China?
 - * Clear Statement of Chinese Goals and Programs
 - * Names of People, Businesses and Potential Partners
 - * Information Exchanges
 - * Invitation from China for Small Business Participation

Problems and Proposed Solutions to Involve Small Businesses in China's Electric Vehicle Program

- **PROBLEM:**What are the difficulties Small Businesses face when “creating” business overseas and how can they be overcome?
 - * Who do they talk to?
 - * Is their product wanted/needed?
 - * Are there ways to minimize the costs of determining whether there are business opportunities?

What Steps Might China Take to Encourage Small Business Cooperation?

- Request for Proposal Mechanisms
- Small Business Set-Asides
- International Business Exchanges
- Host Trade Shows in China and Abroad

Recommendations

- Host a “Small Business Fair” in Conjunction with Appropriate Events in U.S. or China
- Assist Small Businesses in Providing Information for the International Alternative Fuel Forum to be Held in China in December 1998.
- Chinese Delegation Should Tour U.S. Small Component Manufacturers
- Establish A System of International Cooperation That Would Inform Small Businesses About:
 - * Nature of Chinese Business Culture, Climate and Opportunities
 - * Government Entities Interested in Electric Vehicle Components
 - * Chinese Partners in Need of Small Business Cooperation
 - * Assessment of Chinese Business Partners and Needs in China